

Week of 10-10-16

## Sales Order

Station: WRMD-TV Agency: TARGETED PLATAFORM MEDIA  
 Contract Name: SEIU COPE 1467551-01 Address: 1291 Hollywood Avenue  
 Contract#: 1428035944 City: Annapolis State: MD  
 Start Date: 10/11/16 End Date: 10/17/16 Zip: 21403  
 Revenue Type: POLITICAL SALES Buyer: \_\_\_\_\_  
 NATIONAL Type: Cash Tax Schedule: \_\_\_\_\_ (None)  
 Advertiser: SEIU-COPE Agency Commission %: 15  
 Address: \_\_\_\_\_ Billing Cycle: Standard  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Salesperson: 5323nnat Comm %: 0  
 Product Name: 1467551 v.1 Makegood Policy: Within Contract Dates  
 Estimate #: 5099  
 Competitive Code: POLITICAL

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
1	10/15/16	10/16/16		11:00 AM	1:00 PM	30						X	X	1	W	100.00	1	100.00	1	
	SOCCER GAMES										Sa-Su									
2	10/14/16	10/14/16		11:30 PM	12:00 AM	30					1			1	D	100.00	1	100.00	1	
	BOXEO TELEMUNDO										F, can go to 1a									
3	10/11/16	10/17/16		6:00 AM	7:00 AM	30		1						1	D	100.00	1	100.00	1	
											Tu - F, M									
4	10/11/16	10/17/16		7:00 AM	10:00 AM	30		1	1					2	D	150.00	2	300.00	1	
											Tu - F, M									
5	10/11/16	10/17/16		10:00 AM	10:30 AM	30					1			1	D	125.00	1	125.00	1	
											Tu - F, M									
6	10/13/16	10/13/16		10:00 AM	10:30 AM	30				1				1	D	125.00	1	125.00	1	
											Th									
7	10/11/16	10/17/16		10:30 AM	12:00 PM	30		1						1	D	125.00	1	125.00	1	
											Tu - F, M									
8	10/11/16	10/17/16		12:00 PM	1:00 PM	30		1	1					2	D	200.00	2	400.00	1	
											Tu - F, M									
9	10/11/16	10/17/16		1:00 PM	2:00 PM	30			1					1	D	200.00	1	200.00	1	
											Tu - F, M									
10	10/11/16	10/17/16		2:00 PM	3:00 PM	30		1		1				2	D	250.00	2	500.00	1	
											Tu - F, M									
11	10/11/16	10/17/16		3:00 PM	4:00 PM	30			1					1	D	250.00	1	250.00	1	
											Tu - F, M									
12	10/17/16	10/17/16		10:00 AM	4:00 PM	30	2							2	D	200.00	2	400.00	1	
											M									
13	10/11/16	10/17/16		4:00 PM	5:00 PM	30				1				1	D	350.00	1	350.00	1	
											Tu - F, M									
14	10/11/16	10/17/16		5:00 PM	6:00 PM	30				1	1			2	D	375.00	2	750.00	1	
											Tu - F, M									
15	10/11/16	10/17/16		4:00 PM	6:00 PM	30		1						1	D	365.00	1	365.00	1	
											Tu - F, M									
16	10/11/16	10/17/16		6:00 PM	6:30 PM	30		1	1					2	D	600.00	2	1,200.00	1	
											Tu - F, M									

No	DATES		Alt wks	TIMES		LEN	DISTRIBUTION										RATE	TOTALS		PTY
	START	END		START	END		M	T	W	T	F	SA	SU	Per Wk	D/W	SPOTS		\$\$		
17	10/11/16	10/17/16		6:30 PM	7:00 PM	30				1				1	D	500.00	1	500.00	1	
	Tu - F, M																			
18	10/11/16	10/17/16		6:00 PM	7:00 PM	30		1			1			2	D	550.00	2	1,100.00	1	
	Tu - F, M																			
19	10/11/16	10/17/16		7:00 PM	8:00 PM	30			1		1			2	D	600.00	2	1,200.00	1	
	Tu - F, M																			
20	10/11/16	10/17/16		8:00 PM	9:00 PM	30		1	1					2	D	650.00	2	1,300.00	1	
	Tu - F, M																			
21	10/11/16	10/17/16		9:00 PM	10:00 PM	30			1					1	D	675.00	1	675.00	1	
	Tu - F, M																			
22	10/11/16	10/17/16		10:00 PM	11:00 PM	30				1	1			2	D	700.00	2	1,400.00	1	
	Tu - F, M																			
23	10/11/16	10/17/16		7:00 PM	11:00 PM	30				1				1	D	650.00	1	650.00	1	
	Tu - F, M																			
24	10/11/16	10/17/16		11:00 PM	11:30 PM	30		1	1					2	D	500.00	2	1,000.00	1	
	Tu - F, M																			
25	10/11/16	10/17/16		11:30 PM	12:00 AM	30		1						1	D	300.00	1	300.00	1	
	Tu - F, M																			
26	10/15/16	10/16/16		12:00 PM	6:00 PM	30							1	1	D	100.00	1	100.00	1	
	Sa-Su																			
27	10/15/16	10/15/16		1:30 PM	2:30 PM	30						1		1	D	100.00	1	100.00	1	
	CINE DE LA TARDE -2 HRS																Sa			
28	10/15/16	10/15/16		2:30 PM	4:30 PM	30						1		1	D	125.00	1	125.00	1	
	LA VOZ KIDS																Sa			
29	10/16/16	10/16/16		12:30 PM	2:30 PM	30							1	1	D	100.00	1	100.00	1	
	Su																			
30	10/16/16	10/16/16		5:00 PM	5:30 PM	30							1	1	D	125.00	1	125.00	1	
	Su																			

Billing Projections: By Month

Oct 16

CA 14,065.00

ST 14,065.00

☒ Print Spot Prices

TOTAL SPOTS ..... 41

GROSS TOTAL \$ ..... 14,065.00

ADJUSTED SPOTS ..... 41

ADJUSTED TOTAL \$ ..... 14,065.00

APPROVE    DECLINE



General Manager



Regional Traffic Manager



National Sales Manager



Local Sales Manager

## ORDER WORKSHEET

Rep Order# 1467551 Ver# 1  
EC'd No

Status Confirmed

Traffic Order# 1467551

Last Received:  
Showing Buylines:

Printed: 09/30/16 11:51 AM  
09/30/16 11:51 AM  
All Lines

1 of 3

Station WRMD-TV TAMPA  
Advertiser (SEIC) SEIU-COPE  
Product 841 - ISSUE  
Estimate# 5099  
Buyer JULIE KEANE

Agency (TPME) TARGETED PLATFORM MEDIA  
1291 HOLLYWOOD AVE  
ANNAPOLIS, MD 21403  
Agency C/P1/P2/E 831/841/5099  
Flight Dates 10/11/16-10/17/16

Rep Firm NBCUNIVERSAL  
Sales Office (W/A) WASHINGTON  
Salesperson (HIL) WILL HILDEBRANDT  
Sales Assistant JAY  
Salesperson Phone# 2028854861  
Salesperson Fax#

## --- CONTRACT COMMENT ---

ORDER ID# 5441940 PLEASE NOTE 30 MIN SEP

Ln	Day	Time	Program	Len	RTG/IMP	GRPs/ (000)	Rate	Dates	Spots/ Week	Total Spots	Total Cost
1	Sa-Su	11A-1P	PREMIERE LEAGUE SOCCER	30	-	-	\$100.00	10/15-10/16	1	1	\$100.00
2	F	1130P-1A	BOXEO	30	-	-	\$100.00	10/14-10/14	1	1	\$100.00
3	Tu-F, M	6A-7A	SUELTA LA SOPA	30	-	-	\$100.00	10/11-10/17	1	1	\$100.00
4	Tu-F, M	7A-10A	UN NUEVO DIA	30	-	-	\$150.00	10/11-10/17	2	2	\$300.00
5	Tu-F, M	10A-1030A	DECISIONES	30	-	-	\$125.00	10/11-10/17	1	1	\$125.00
6	Th	10A-1030A	TELENOTICIAS	30	-	-	\$125.00	10/13-10/13	1	1	\$125.00
7	Tu-F, M	1030A-12P	NOVELA	30	-	-	\$125.00	10/11-10/17	1	1	\$125.00
8	Tu-F, M	12P-1P	NOVELA	30	-	-	\$200.00	10/11-10/17	2	2	\$400.00
9	Tu-F, M	1P-2P	NOVELA	30	-	-	\$200.00	10/11-10/17	1	1	\$200.00
10	Tu-F, M	2P-3P	SUELTA LA SOPA	30	-	-	\$250.00	10/11-10/17	2	2	\$500.00
11	Tu-F, M	3P-4P	LO MEJOR DE CASO CERRADO	30	-	-	\$250.00	10/11-10/17	1	1	\$250.00
12	M	10A-4P	DAYTIME ROTATIO	30	-	-	\$200.00	10/17-10/17	2	2	\$400.00
13	Tu-F, M	4P-5P	AL ROJO VIVO	30	-	-	\$350.00	10/11-10/17	1	1	\$350.00
14	Tu-F, M	5P-6P	CASO CERRADO HD	30	-	-	\$375.00	10/11-10/17	2	2	\$750.00



## ORDER WORKSHEET

Rep Order# 1467551 Ver# 1 Status Confirmed

Traffic Order# 1467551

Last Received:  
09/30/16 11:51 AM  
Showing Buylines:

Printed: 09/30/16 11:51 AM  
09/30/16 11:51 AM  
All Lines

2 of 3

Station WRMD-TV TAMPA  
Advertiser (SEIC) SEIU-COPE  
Product 841 - ISSUE  
Estimate# 5099  
Buyer JULIE KEANE

Agency (TPME) TARGETED PLATFORM MEDIA  
1291 HOLLYWOOD AVE  
ANNAPOLIS, MD 21403  
Agency C/P1/P2/E 831/841/5099  
Flight Dates 10/11/16-10/17/16

Rep Firm NBCUNIVERSAL  
Sales Office (W/A) WASHINGTON  
Salesperson (HIL) WILL HILDEBRANDT  
Sales Assistant JAY  
Salesperson Phone# 2028854861  
Salesperson Fax#

Ln	Day	Time	Program	Len	RTG/IMP	GRPs/ (000)	Rate	Dates	Spots/ Week	Total Spots	Total Cost
15	Tu-F, M	4P-6P	EARLY FRINGE ROTATION	30	-	15	\$365.00	10/11-10/17	1	1	\$365.00
16	Tu-F, M	6P-630P	TELENOTICIAS TAMPA	30	-	16	\$600.00	10/11-10/17	2	2	\$1,200.00
17	Tu-F, M	630P-7P	NOTICIERO TELEMUNDO	30	-	17	\$500.00	10/11-10/17	1	1	\$500.00
18	Tu-F, M	6P-7P	EARLY NEWS ROTATION	30	-	18	\$550.00	10/11-10/17	2	2	\$1,100.00
19	Tu-F, M	7P-8P	CASO CERRADO HD X	30	-	19	\$600.00	10/11-10/17	2	2	\$1,200.00
20	Tu-F, M	8P-9P	NOVELA	30	-	20	\$650.00	10/11-10/17	2	2	\$1,300.00
21	Tu-F, M	9P-10P	NOVELA	30	-	21	\$675.00	10/11-10/17	1	1	\$675.00
22	Tu-F, M	10P-11P	NOVELA	30	-	22	\$700.00	10/11-10/17	2	2	\$1,400.00
23	Tu-F, M	7P-11P	PRIME ROTATION	30	-	23	\$650.00	10/11-10/17	1	1	\$650.00
24	Tu-F, M	11P-1130P	TELENOTICIAS TAMPA	30	-	24	\$500.00	10/11-10/17	2	2	\$1,000.00
25	Tu-F, M	1130P-12A	TELENOTICIAS PUERTO RICO	30	-	25	\$300.00	10/11-10/17	1	1	\$300.00
26	Sa-Su	12P-6P	WEEKEND ROTATION	30	-	26	\$100.00	10/15-10/16	1	1	\$100.00
27	Sa	130P-230P	CINE DE LA TARDE	30	-	27	\$100.00	10/15-10/15	1	1	\$100.00
28	Sa	230P-430P	LA VOZ KIDS	30	-	28	\$125.00	10/15-10/15	1	1	\$125.00
29	Su	1230P-230P	CINE DE LA TARDE	30	-	29	\$100.00	10/16-10/16	1	1	\$100.00
30	Su	5P-530P	NOTICIERO TELEMUNDO	30	-	30	\$125.00	10/16-10/16	1	1	\$125.00

# ORDER WORKSHEET

Rep Order# 1467551 Ver# 1 Status Confirmed Traffic Order# 1467551 Printed: 09/30/16 11:51 AM 3 of 3  
 EC'd No Last Received: 09/30/16 11:51 AM  
 Showing Buylines: All Lines

Station WRMD-TV TAMPA  
 Advertiser (SEIC) SEIU-COPE  
 Product 841 - ISSUE  
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 Flight Dates 10/11/16-10/17/16  
 Rep Firm NBCUNIVERSAL  
 Sales Office (W/A) WASHINGTON  
 Salesperson (HIL) WILL HILDEBRANDT  
 Sales Assistant JAY  
 Salesperson Phone# 2028854861  
 Salesperson Fax#

Ln	Day	Time	Program	Len	RTG/IMP	GRPs/ (000)	Rate	Dates	Spots/ Week	Total Spots	Total Cost
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## ---REPORT TOTALS---

Report Totals: 41 / \$14,065.00

## ---SALES MONTHLY TOTALS---

Oct2016: 41 / \$14,065.00

Order Totals: 41 / \$14,065.00 Total GRPs: 0.0

## ---COMPETITIVE---

Market Totals	\$14,065.00	CGAL .00%	OTHE .00%	WAC .00%	WBL .00%	WRMD 100.00%
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Books [null]  
 Demos RA35+P

## ---CREDIT RISK---

CASH IN ADVANCE

# New Order

Agency: Targeted Platform Media

Office: Washington

Client: 831 - SEIU Cope

Product: 841 - Issue

Piggypack Product:

Estimate: 5099 - SEIU Cope 10.11-10.17

Station: WRMD  
Order Type: Normal  
Cancel Date:

Received in ePort: 9/29/2016 10:07:04 PM

Flight Start: 10/11/2016  
Flight End: 10/17/2016  
Hiatus:

Primary Demo:

Demo 2:

Demo 3:

GRP: 0.00

CPP: \$0.00

GIMP: 0

CPM: \$0.00

Comments:

Separation: 30

Local/National:

Rep Office:

AE:

Phone:

OrderID:

Status:

National

Telemundo Group (WRMD)

Will Hildebrandt

5441940

New

Airtime Dollars: \$14,065.00

Interactive Dollars: \$0.00

Non-Airtime Dollars: \$0.00

Total Dollars: \$14,065.00

Total Spots: 41

MarketShare:

## Weekly Airtime Lines

Line No	Daypart (Program)	DPT Code	Rate	C/T	Len	10/11	Total Spots	Rtg	CPP	Imp	CPM
1	SaSu 11A-1P PREMIERE LEAGUE SOCCER CHELSEA VS MAN UTD 2/7/16	S	\$100.00	C	30	1	1				
2	F 11:30P-1A "Boxeo 10/7, 10/14, 10/21, 10/28"	S	\$100.00	C	30	1	1				
3	M 8P-10P WC Qualifier TBD 11/7	DT	\$600.00	C	30	1	1				
4	TuWThFM 6A-7A SUELTALA SOPA	DT	\$100.00	C	30	1	1				
5	TuWThFM 7A-10A UN NUEVO DIA	DT	\$150.00	C	30	2	2				
6	TuWThFM 10A-10:30A DECISIONES	DT	\$125.00	C	30	1	1				
7	Th 10A-10:30A TELENOTICIAS XTRA	DT	\$125.00	C	30	1	1				
8	TuWThFM 10:30A-12P NOVELA	DT	\$125.00	C	30	1	1				
9	TuWThFM 12P-1P NOVELA	DT	\$200.00	C	30	2	2				
10	TuWThFM 1P-2P NOVELA	DT	\$200.00	C	30	1	1				

-600

# New Order (Page 2)

Agency: Targeted Platform Media Station: WRMD Order ID: 5441940  
 Client: 831 - SEIU Cope Product: 841 - issue Estimate: 5099 - SEIU Cope 10.11-10.17  
 Flight Start: 10/11/2016 Flight End: 10/17/2016 Received in ePort: 9/29/2016 10:07:04 PM

Line	Daypart	DPT	Code	Rate	C/T	Len	10/11	Total Spots	Rtg	CPP	Imp	CPM
11	TuWThFM 2P-3P SUELTIA LA SOPA	DT	DT	\$250.00	C	30	2	2				
12	TuWThFM 3P-4P LO MEJOR DE CASO CERRADO	DT	DT	\$250.00	C	30	1	1				
13	M 10P-4P DAYTIME ROTATION	DT	DT	\$200.00	C	30	2	2				
14	TuWThFM 4P-5P AL ROJO VIVO	DT	DT	\$350.00	C	30	1	1				
15	TuWThFM 5P-6P CASO CERRADO HD/DBL RUN EDICION ESTELAR	DT	DT	\$375.00	C	30	2	2				
16	TuWThFM 4P-6P EARLY FRINGE ROTATION	DT	DT	\$365.00	C	30	1	1				
17	TuWThFM 6P-6:30P TELENOTICIAS TAMPA	DT	DT	\$600.00	C	30	2	2				
18	TuWThFM 6:30P-7P NOTICIERO TELEMUNDO	EN	EN	\$500.00	C	30	1	1				
19	TuWThFM 6P-7P EARLY NEWS ROTATION	EN	EN	\$550.00	C	30	2	2				
20	TuWThFM 7P-8P CASO CERRADO HD EDICION ESTELAR	EN	EN	\$600.00	C	30	1	1				
21	TuWThFM 8P-9P NOVELA	EN	EN	\$650.00	C	30	2	2				
22	TuWThFM 9P-10P NOVELA	EN	EN	\$675.00	C	30	1	1				
23	TuWThFM 10P-11P NOVELA	EN	EN	\$700.00	C	30	2	2				
24	TuWThFM 7P-11P PRIME ROTATION	EN	EN	\$650.00	C	30	1	1				
25	TuWThFM 11P-11:30P TELENOTICIAS TAMPA	LN	LN	\$500.00	C	30	2	2				
26	TuWThFM 11:30P-12A TELENOTICIAS PUERTO RICO	LN	LN	\$300.00	C	30	1	1				
27	SaSu 12P-6P WEEKEND ROTATION	S	S	\$100.00	C	30	1	1				

## 5441940

5099 - SEIU Cope 10.11-10.17

9/29/2016 10:07:04 PM

Line No	Daypart (Program)	DPT Code	Rate	C/T	Len	10/11	Total				
							Spots	Rtg	CPP	Imp	CPM
28	Sa 1:30P-2:30P CINE DE LA TARDE	S	\$100.00	C	30	1	1				
29	Sa 2:30P-4:30P LA VOZ KIDS 3 - REPEAT	S	\$125.00	C	30	1	1				
30	Su 12:30P-2:30P CINE DE LA TARDE	S	\$100.00	C	30	1	1				
31	Su 5P-5:30P NOTICIERO TELEMUNDO	S	\$125.00	C	30	1	1				
Total Spots: 41											
Cash\$ - Spots: \$14,065.00 - 41    Trades\$ - Spots: \$0.00 - 0    Total Cost: \$14,065.00    Total GRP - CPP: 0.0 - \$0.00    Total GIMP(000) - CPM: 0 - \$0.00											





**POLITICAL INQUIRY RECORD:  
NATIONAL AND LOCAL ISSUE ADS  
ALL QUESTIONS MUST BE ANSWERED**

- ☒ Ad "communicates a political matter of national importance" by referring to (1) a legally qualified candidate for federal office; (2) any election to federal office; or (3) a national legislative issue of public importance (e.g., Affordable Care Act, IRS tax code, etc.)

OR

- ☐ Ad relates to state or local issue and does not communicate a political matter of national importance
- 

**1. Requested by (Agency name, address, phone number & contact)**

**Agency Name** Targeted Platform  
**Contact** Meredith Kaufman  
**Phone Number** 202-965-5060  
**Address** 650 Massachusetts Ave. NW Suite 210 Washington, DC 20001

**2. Paid for by (Advertiser/sponsor name, address, phone number & contact):**

**Name** SEIU Cope  
**Contact** Norm Greene  
**Phone Number** 202 730 7000  
**Address** 1800 Massachusetts Ave. NW Washington DC 20036

**3. Date of request:** 9/15/16

**4. Request received by:**

Telemundo

**5. Details:**

**6. If ad refers to federal candidate(s) or federal election, list:**

**Names(s) of candidate(s) referred to, office being sought and date of election:**

Catherine Cortez Masto, Joe Heck NV Senate



**POLITICAL INQUIRY RECORD:  
NATIONAL AND LOCAL ISSUE ADS  
ALL QUESTIONS MUST BE ANSWERED**

7. If ad refers to a national legislative issue, identify:

Senate

8. List sponsor's chief executive officers, members of executive committee or board of directors:

Norm Green, Gerry Hudson,

9. Date and nature of follow-ups, if any:

10. Disposition:

- ☐ Accepted – see attached contract details  
☐ Rejected – provide reason:

Additional Information:

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## AGREEMENT FORM FOR NON-CANDIDATE/ISSUE ADVERTISEMENTS

<b>Station and Location:</b>	<b>Date:</b> 9/29/16
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I, Targeted Platform Media LLC

do hereby request station time concerning the following issue:

SEIU Cope
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Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
AS ORDERED					

This broadcast time will be used by: SEIU Cope

**THIS PAGE MUST BE COMPLETED FOR PROGRAMMING THAT  
"COMMUNICATES A POLITICAL MATTER OF NATIONAL IMPORTANCE."  
FOR ALL OTHER ISSUE ADS, PLEASE GO TO PAGE 3.**

Programming that "communicates a political matter of national importance" includes (1) references to legally qualified candidates (presidential, vice presidential or congressional); (2) any election to Federal office (e.g., any references to "our next senator", "our person in Washington" or "the President"); and (3) a national legislative issue of public importance (e.g., Affordable Care Act, revising the IRS tax code, federal gun control or any federal legislation).

**Does the programming (in whole or in part) communicate "a message relating to any political matter of national importance?"**

☒ **Yes**

☐ **No**

For programming that "communicates a message relating to any political matter of national importance," list the name of the legally qualified candidate(s) the programming refers to, the offices being sought, the date(s) of the election(s) and/or the issue to which the communication refers (if applicable):

Campaign Name: SEIU Cope  
General Election: November 8th, 2016

I represent that the payment for the above described broadcast time has been furnished by (name and address):

SEIU Cope

1800 Massachusetts Ave. NW  
Washington, DC 20036

and you are authorized to announce the time as paid for by such person or entity (hereinafter referred to as the "sponsor").

List the chief executive officers or members of the executive committee or the board of directors below (or attach separately):

Treasurer: Gerry Hudson  
Contact: Norm Greene

For programming that "communicates a message relating to any political matter of national importance," attach Agreed Upon Schedule (Page 5)

**TO BE COMPLETED FOR ALL ISSUE ADVERTISEMENTS**

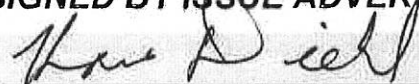
**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

The Sponsor agrees to indemnify and hold harmless the station for any damages or liability, including reasonable attorney's fees, that may ensue from the broadcast of the above-requested advertisement(s). **For the above-stated broadcast(s), the sponsor also agrees to prepare a script, transcript, or tape, which will be delivered to the station at least \_\_\_\_\_ before the time of the scheduled broadcasts.**

**TO BE SIGNED BY ISSUE ADVERTISER (SPONSOR)**

September 29th, 2016

Date



Signature

(202) 965-5060

Contact Phone Number

**TO BE SIGNED BY STATION REPRESENTATIVE**

☐ **Accepted**

☐ **Accepted in Part**

☐ **Rejected**

Signature

Printed Name

Title